



Executive Briefings

An Executive Briefing is a powerful and persuasive sales tool and one of Polycom's most important sales resources. When you partner with the Polycom Executive Experience Center (EEC) team, we share and understand a customer's unique challenges, collaborating to deliver a tailored briefing that secures and strengthens a long-term relationship with customers and partners.

The Polycom Executive Experience Centers and Solution Centers offer business and enterprise customers a special opportunity to experience one-to-one time with Polycom executives and subject matter experts to identify real-world business and technology strategies applicable to their business challenges.

To set up a one-of-a-kind briefing, contact your Polycom Account Manager, e-mail us at ebcinfo@polycom.com or contact us at 1-800 Polycom (800-765-9266), option 1

For a map of EEC and Solution Center locations, go to <http://www.polycom.com/company/ebc/index.html>.

APAC DEMO PROGRAM – 2014 VER. 2

Demonstration Equipment Program

NST: 2013-11-109300 (Not for Resale)

Polycom's Demo Equipment program allows channel partners to purchase demo products at a discount to effectively demonstrate the value of Polycom solutions for their customers.

"Demo equipment" are those eligible Polycom products that Polycom makes available for purchase by its channel partners at an additional discount above the standard product discount. Polycom may add or delete specific products from the available list of demo equipment at any time without notice.

Generally, demo equipment will include systems, but not accessories unless they are offered as a separate part number. Demo equipment may only be used at the channel partner's business location or demonstration centers. Demo equipment may not be resold or leased for at least one year from purchase, with the exception of software demo products which cannot be resold or made available for a lease at anytime.

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Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Group Series

Part Number	Long Description	Incremental Discount
7200-63420-XXX	RealPresence Group 300 -720p: Group 300 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type A, NEMA 5-15. Maintenance Contract Required.	25%
7200-63530-XXX	RealPresence Group 300 - 720p: Group 300 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type A, NEMA 5-15. Maintenance Contract Required.	25%
7200-63550-XXX	RealPresence Group 500 - 720p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: AMER - Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-63430-XXX	RealPresence Group 500-720p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-63490-XXX	RealPresence Group 500-1080p: Group 500 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type A, NEMA 5-15. Maintenance Contract Required.	25%
7200-63630-XXX	RealPresence Group 500 - 1080p: Group 500 HD codec, EagleEye Acoustic cam., univ. remote, NTSC/PAL. Cables: 2 HDMI 1.8m, 1 CAT 5E LAN 3.6m, Power: NA - Type A, NEMA 5-15. Maintenance Contract Required	25%
7200-63450-XXX	RealPresence Group 700-720p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract Required.	25%
7200-63520-XXX	RealPresence Group 700-1080p: Group 700 HD codec, EagleEye III camera, mic array, univ. remote, NTSC/PAL. Cables: 1 HDMI 1.8m, 1 CAT 5E LAN 3.6m, 1 HDCI analog 3m, Power: AMER-Type B, NEMA 5-15. Maintenance Contract	25%
7200-82802-022	RealPresence Group 550 Codec, EagleEye III Camera, Mic Array, G-Series Remote, Cables: HDCI-HDCI, RCA-RCA, HDMI-HDMI, VGA-VGA, LAN, China pwr. 3 yr ptrn premier service, HW Only Must order with software 5150-69990-001 or 5150-69992-001	25%
5150-03579-001	RealPresence Group Series software upgrade version 4.1.x for all Polycom RealPresence Group Series models.	75%
5150-69990-022	RealPresence Group 550 System Software (720p) , Must Order with hardware: 7200-82802-002	25% (China Only)
5150-69992-022	RealPresence Group 550 System Software (1080p) , Must Order with hardware: 7200-82802-002	25% (China Only)

Polycom HDX

Part Number	Long Description	Incremental Discount
7200-09940-XXX	HDX 4500 Executive Desktop System , includes: P+C, People On Content licenses, 24" Widescreen Display, NA power cord, Keypad, Included cables: VGA, DVI, 3.5 mm stereo, and LAN (Maintenance Contract Required)	25%
2200-24560-XXX	HDX 4002 Executive Desktop System , includes: HD codec, P+C, People On Content licenses, 20" Widescreen Display, NA power cord, Included cables: VGA, DVI, 3.5 mm stereo, POTS, and LAN (Maintenance Contract Required)	25%

Polycom Standard Demonstration Program – Eligible Products

Accessories

Part Number	Long Description	Incremental Discount
2200-30070-XXX	Polycom Touch Control for use with HDX 6000, 7000, 8000, and 9000 series codecs with software version 3.0 or later. Requires PoE network connection or optional external power supply (2200-42740-XXX).	25%
2200-61730-001	Polycom® UC Board™ . Sensor+stylus bundle. Compatible with HDX 7006, 8006, 9006 running HDX software revision 3.0.3 or later	25%
7200-82631-XXX	Polycom® EagleEye™ Director and one EagleEye 3 Camera , compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	25%
7200-82632-XXX	EagleEye Director and two EagleEye 3 Camera , compatible with EE 2, EE 3, HDCI inputs and HDX software version 3.0.1 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required)	25%
2200-69178-001	EagleEye Director base with no camera , compatible with EagleEye II and EagleEye III cameras, for use with Group Series software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required).	25%
8200-09800-XXX	EagleEye 3 Camera , compatible with HDX 6000 & 7000 main HDCI input and 8000 and 9000 series main and auxiliary HDCI inputs with software version 3.0.1 or later. Includes 3m cable and required power supply adaptor. NA power cord.	25%
7200-69180-001	EagleEye Director and one EagleEye 3 Camera , for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required).	25%
7200-69181-001	EagleEye Director and two EagleEye 3 Cameras , for use with Group Series systems with software version 4.0.0 or later. Includes required power supply adaptor. NA power cord. (Maintenance Required).	25%

Software Licenses - available at no charge with purchase of HDX or Group Series Polycom Standard

Part Number	Long Description	Incremental Discount
5150-23912-001	HDX MPPlus Multipoint Software Option License . Allows for 4 site MP video calls. Available for HDX systems (4000, 4500, 7000, 8000 and 9000 Series).	no charge
5150-63389-001	HDX RTV/CCCP license . Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Available for HDX 9000 rev B, HDX 8000 rev B, HDX 7000 rev C, HDX 6000, HDX 4500, HDX 4000 rev C.	no charge
5150-63611-001	HDX TIP license . Enables support for Cisco TIP compatibility. Available for HDX 9000 rev B, HDX 8000 rev B, HDX 7000 rev C, HDX 4500, HDX 4000 rev C.	no charge
5150-65081-001	RealPresence Group Series Multipoint Software License . Allows 6-way multipoint in continuous presence video calls on Group 500, 550 (4-way in HD); 8-way multipoint in continuous presence on the Group 700. Valid for Group 500, 550, 700. Maintenance Contract Required.	no charge
5150-65082-001	RealPresence Group Series 1080p HD Software License . Enables 1080 encode/decode for both people and content. Valid for Group 300, 500, 550, 700.	no charge
5150-65083-001	RealPresence Group Series RTV/CCCP License . Enables support for Microsoft RTV codec and direct calls to MS AV MCU. Valid for Group 300, 500, 550, 700. Maintenance Contract Required.	no charge
5150-65084-001	RealPresence Group Series TIP License . Enables support for Cisco TIP compatibility. Valid for Group 300, 500, 550, 700. Maintenance Contract Required.	no charge

Polycom RealPresence Desktop

Part Number	Long Description	Incremental Discount
5150-75109-005	Polycom® RealPresence® Desktop for Windows Application for 5 users (Includes 1 year Polycom Premier Maintenance)	25%

Solution Packages – TeleHealth Solutions

Part Number	Long Description	Incremental Discount
2230-64973-XXX	Polycom® RealPresence® Practitioner Cart 8000 Includes: HDX8K series Codec, EE 1080 camera, HDX MicM LR, P+C, Mobile Cart w/Battery Power System and 24" monitor. Eng. Remote. US - Maintenance Contract Required	25%

Polycom Standard Demonstration Program – Eligible Products

Polycom Immersive Telepresence Solutions

Part Number	Long Description	Incremental Discount
2230-63638-XXX	Polycom® OTX® 100 Compact (1) 65" LCD display, StereoSurround, (1) ceiling mic, (1) HD camera, Front video wall, camera shroud, Plcm Touch Control. NORAM only (Maintenance Contract Required)	25%
2230-63639-XXX	OTX 100 Standard (1) 65" LCD display, StereoSurround, conf. table, (1) ceiling mic, (1) HD camera, Plcm Touch Control, (2) 21.5" content displays, 4/6 person capacity. Chairs not incl. MUST ORDER TABLE COLOR. NORAM only (Maintenance Contract Required)	25%
2200-12820-001	Complete Experience Kit - OTX 100 , includes 4 lights and textured free-standing rear wall. Suitable for NORAM	25%
7200-30090-001 7200-08240	Polycom® ATX™ 200 solution: (2) HDX codecs & brkts, (3) ceiling mics & kit, (2)EagleEye II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators only. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%
7200-30000-001	Polycom® ATX 300 solution: (3) HDX codecs & brkts, (3) ceiling mics & kit, (3)EagleEye II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators only. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%
7200-30100-001 7200-08250-001	Polycom® ATX™ 400: (4) HDX codecs & brkts, (3) ceiling mics & kit, (4)EE II cameras & brkts, P+C, ATX Telepresence SW and cables. For Certified ATX integrators using ATX SDK ONLY. NA pwr kit. See order guide on PRC for cntry avail. Maintenance Contract Required	25%

Polycom RealPresence Platform – Universal Video Collaboration

Part Number	Long Description	Incremental Discount
VRMX4315HDR	Polycom® RealPresence® Collaboration Server 4000 IP only 7HD1080p/15HD720p/30SD/45CIF resource configured & licensed system equipped with one (1) MPMx-D Media Processing Modules. AC Power (Maintenance Contract Required)	25%
VRMX2710HDR	Polycom® RealPresence® Collaboration Server 2000 IP only 5HD1080p/10HD720p/20SD/30CIF resource configured & licensed system equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	25%
VRMX1505HDR	Polycom® RealPresence® Collaboration Server 1500 IP only 5HD720p/10SD/15CIF resource configured & licensed system, equipped with one (1) MPMx-S Media Processing Module. (Maintenance Contract Required)	25%
VRMX1830-020E	Polycom® RMX® 1800 IP only 20 ports 720p HD resource configured & licensed system, can get to 90 720p ports by SW upgrade. (Maintenance Contract Required)	25% China only
VRMX1588P	RealPresence Collaboration Server 1500 E1/T1 Interface Card	25%
VRMX2288P	RealPresence Collaboration Server 2000/4000 E1/T1 Interface Card	25%
RPCS1810-005	RP Collaboration Server 1800 IP only 2x1080p30/5x720p/10xSD resource configured & licensed system. Maintenance contract required.	25%
5150-18200-510	RealPresence Collaboration Server 1500 SVC License. Required for SVC support in RMX v8.1 and up.	No charge
5150-18200-511	RealPresence Collaboration Server 2000 SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	55%
5150-18200-512	RealPresence Collaboration Server 4000 SVC Resource Enablement License. Required for SVC and SVC/AVC mixed operation on licensed resources.	55%
5230-74601-005	RPCS Virtual Edition 5HD/10SD/15SVC resource configured & licensed system (Maintenance Contract Required)	30%
5230-74601-020	RPCS Virtual Edition 20HD/40SD/60SVC resource configured & licensed system (Maintenance Contract Required)	30%
5230-74602-005	RPCS Virtual Edition Resource License Pack - 5HD720p/10SD/15SVC resource licenses (Maintenance Contract Required)	30%

Polycom Standard Demonstration Program – Eligible Products

Polycom RealPresence Platform – Software Applications

Part Number	Long Description	Incremental Discount
2200-72111-000	Polycom® RealPresence® Resource Manager Appl +100 Dev incl Appliance, Conf Mon, Sched, Dev Mgmt; sw updat, provisioning, Integ. to DMA GK and VMR Scheduling, entitlements for CMAD and RP Mobile. Mtce Contract Required) Multi-tenancy, APIs extra.	25%
5230-72020-0100	RealPresence Resource Manager, Virtual Edition	35%
2200-76300-650	Polycom® RealPresence® DMA® 7000 Server w/H.323 GK and SIP Registrar. 50 concurrent calls. Supports up to 64 MCUs (RMX & Codian) & 15K registrants. Super-clustering, H.323/SIP Gateway. Extra call licenses up to 5K sold separately. (Maint Contract Req)	25%
5230-76400-650	Polycom RealPresence DMA, Virtual Edition	35%
5230-70200-100	Base SW Bundle includes RealPresence CloudAXIS™ Suite, Services Portal, Meeting Portal and provides 100 concurrent web participant sessions. Cannot be sublicensed.	25%
5150-49454-005	Content Sharing Suite software, 5 Concurrent Call Licenses. (Maintenance Contract Required).	35%
2200-73000-100	Polycom® RealPresence® Dual Manager 400™. Virtual RealPresence DMA/Resource Manager with appliance server. Up to 100 concurrent calls on RealPresence Resource Manager and 50 devices on RealPresence DMA, no redundancy. Separate API licences. (Maintenance Contract Required)	25%
2200-73022-100	Polycom® RealPresence® Dual Manager 400™. China only. Virtual RealPresence DMA/Resource Manager with appliance server. Up to 100 concurrent calls on Resource Manager and 50 devices on RealPresence DMA, no redundancy. Separate API licences. (Maintenance Contract Required)	25% (China only)

Polycom RealPresence Platform – Video Content Management

Part Number	Long Description	Incremental Discount
VRSS5000-6	Capture Server Appliance records up to 6 SIP/H323 calls, 3 of which can be used as live .mp4 streams. Maintenance Contract Required. Installation recommended.	15%
2200-75000-400	RealPresence Media Manager Server Appliance v6.x - Includes 500 concurrent users, 1 portal, AD/LDAP, web SSO, TestCert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST). Order nonNA power, Req. basic (or opt'l advanced) install & 1 year HW/SW support.	15%
2200-75022-400	RealPresence Media Manager Server Appliance (China only) v6.x - 500 concurrent users, 1 portal, AD/LDAP, web SSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility. Includes 3 years Premier support. Reqs Basic Install (adv install opt'l Order CN power)	15%
5230-75000-400	RealPresence Media Manager v6.x SW - 500 concurrent users, 1 portal w/AD/LDAP, webSSO, Test/Cert, MediaDirector, Mobility (3 licenses), UC Utility (Lync/ST). Reqs basic install (adv install opt'l) on CPE svrs (see min reqs) & 1 year SW support.	25%
5230-75022-400	RealPresence Media Manager v6.x SW (China only) on Customer CPE (see min req) - 500 concurrent users, 1 portal w AD/LDAP, webSSO, Test/Cert, MediaDirect, Mobility, UC Utility (Lync/ST). Inclds 3 years Premier support. Reqs Basic Install (adv install optional).	25%

Polycom RealPresence Platform – Universal Access and Security

Part Number	Long Description	Incremental Discount
2200-78700-025	Polycom® RealPresence® Access Director™ Appliance, 25 Call Licenses (Maintenance Contract Required)	25%
5230-78800-025	RealPresence Access Director, Virtual Edition, 25 Call Licenses (Maintenance Contract Required)	35%

Polycom Standard Demonstration Program – Eligible Products

Polycom Conference Phones

Part Number	Long Description	Incremental Discount
2200-07142-XXX	Polycom® SoundStation VTX 1000 (EX Mics Included) - fully automatic conference phone featuring VTX Wideband voice and Automatic Gain Control, includes Subwoofer and VTX EX Mics	25%
2200-17910-XXX	Polycom® VoiceStation 300 analog conference phone for small rooms and offices. Excludes Mexico & Brazil.	25%
2200-17900-XXX	Polycom® VoiceStation 500 analog conference phone for small rooms and offices. High quality, standard analog connection plus computer or mobile phone calls via Bluetooth or wired mode. Excludes Brazil.	25%
2200-30900-025	Polycom® SoundStation® IP 5000 (SIP) conference phone. 802.3af Power over Ethernet. Includes 25' (6 meter) Cat5 Ethernet cable. Does not include China, Russia.	25%
2200-15660-XXX	Polycom® SoundStation IP 6000 (SIP) conf phone. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 0.4A, 48V/19W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	25%
2200-40000-001	Polycom® SoundStation IP 7000 (SIP) conference phone. 802.3af Power over Ethernet. Expandable. Includes 25' (6 meter) CAT5 shielded Ethernet cable. Does not include Russia.	25%
2230-40300-001	SoundStation IP 7000 (SIP) conference phone. AC pwr or 802.3af Power over Ethernet. Incl 100-240V power supply, 1.5A, 48V/50W; NA power plug; 25 ft/6m Cat5 shielded Ethernet cable; Pwr Insert Cable. Expandable. Does not include Brazil.	25%
2230-40600-XXX	SoundStation IP 7000 conference phone with 10 ft (3 meter) C-link cable for connection to HDX video systems. Also includes 25 ft (7.5 meter) Cat5 shielded Ethernet cable. Does not include Russia.	25%
2200-19000-XXX	Polycom® SoundStation Duo conference phone including Power Supply, Power Cord with North American plug, Power Injection Module (PIM) with 6.4m combined PSTN/Cat5 cable, 2.1m RJ-11 PSTN cable, 2.1m Cat5 cable and Quick Start Guide	25%
2200-16200-XXX	Polycom SoundStation2™ conference phone , expandable, w/display,110V	25%
2200-07800-160	Polycom® SoundStation2W™ (Expandable) 1.9GHz DECT6.0 Wireless, 24 hour talk time battery, Expandable with 2Ex mics(sold as accessory),Secure voice encryption, Cell phone connection. 100-240V	25%

Polycom Business Media Phones

Part Number	Long Description	Incremental Discount
2230-18064-025	Polycom Teleworker Solution bundle offering incl. Polycom® VVX® 1500 D dual stack business media phone for business-grade desktop video & VBP 200E network appliance(First year maintenance contract required).	15%
2200-18061-025	VVX 1500 6-line Business Media Phone with video capability and HD Voice. Compatible Partner platforms: 2 and 9. Ships without power supply.	15%
2200-17671-XXX	Universal Power Supply for SoundPoint IP 560 and 670, and VVX 1500 Product Family. 1-pack, 48V, 0.4A, NA power plug.	15%
2200-46135-025	Polycom® VVX® 300 6-line Desktop Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46161-025	Polycom® VVX® 310 6-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46157-025	Polycom® VVX® 400 12-line Desktop Phone with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-46162-025	Polycom® VVX® 410 12-line Desktop Phone Gigabit Ethernet with HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply.	15%
2200-44500-025	Polycom® VVX® 500 12-line Business Media Phone with HD Voice. Compatible Partner platforms: 20. excluding China, Korea, and Brazil. POE. Ships without power supply.	15%
2200-44600-025	Polycom® VVX® 600 16-line Business Media Phone with built-in Bluetooth and HD Voice. Compatible Partner platforms: 20. POE. Ships without power supply	15%
2200-46200-025	VVX Camera	15%

Polycom Communicator

Part Number	Long Description	Incremental Discount
2200-44000-001	Polycom Communicator , Model: C100S. USB Speakerphone for Skype. Blue model. English-only retail box.	15%

Polycom Standard Demonstration Program – Eligible Products

Polycom SoundPoint IP

Part Number	Long Description	Incremental Discount
2200-12360-XXX	SoundPoint® IP 321, 2-line SIP desktop phone with single 10/100 Ethernet port and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12365-XXX	SoundPoint IP 331, 2-line SIP desktop phone with integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12375-XXX	SoundPoint IP 335, 2-line SIP desktop phone with HDVoice, integrated 2-port 10/100 Ethernet switch and PoE support. Compatible Partner platform: 20. Does not include AC power supply	15%
2200-12450-XXX	SoundPoint IP 450 3-line IP phone with HD Voice. Compatible Partner platforms, 20. Ships with 24V 0.5A universal power adapter with NA power plug.	15%
2200-12550-XXX	SoundPoint IP 550 SIP 4 line IP desktop phone with HD voice. Compatible Partner Platforms: 20. Ships with universal power supply with NA power plug.	15%
2200-12560-XXX	SoundPoint IP 560 SIP 4 line Gigabit Ethernet IP desktop phone with HD voice. Compatible Partner platforms, 20. Includes AC power supply with plug for North America.	15%
2200-12651-XXX	SoundPoint IP 650 6-line IP phone with HD Voice. Compatible Partner platforms, 20. Ship with 24V 0.5A universal power adapter with NA power plug.	15%
2200-12670-XXX	SoundPoint IP 670 6-line color display IP phone with HD Voice. Compatible Partner platforms, 20. Ship with 48V 0.4A universal power adapter with NA power plug.	15%
2200-12750-XXX	SoundPoint IP Backlit Expansion Module for SoundPoint IP 650 SIP desktop IP phone.	15%
2200-12770-XXX	SoundPoint IP Color Display Expansion Module for SoundPoint IP 670 SIP desktop IP phone.	15%
2200-17877-XXX	Universal Power Supply for SPIP 321, SPIP 331, SPIP 33 SPIP 450. 5-pack, 24V, 0.5A, NA power plug.	15%

Polycom CX Endpoints

Part Number	Long Description	Incremental Discount
2200-44240-001	CX100 Speakerphone for Microsoft Lync. Integrated USB cable, carrying case, Grey.	15%
2200-32500-025	CX300 Desktop Phone for Microsoft Office Communications Server 2007 R2. USB	15%
2200-44300-025	CX500 IP Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support and 7 ft. Ethernet cable. Order AC Power Kit separately.	15%
2200-15987-025	CX600 IP Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes stand/support, 7 ft. Ethernet cable and 6 ft. USB cable. Order AC Power Kit separately.	15%
2200-15810-025	CX3000 IP Conference Phone for Microsoft Lync. Ships with Lync 2010 Phone Edition and requires Lync Server 2010. POE only. Includes 25 ft. Ethernet cable and 6 ft. secureable USB cable. Order AC Power Kit separately.	15%
2200-63880-xxx	CX5500 Microsoft Lync Unified Conference Station	15%
2200-63890-xxx	CX5100 Microsoft Lync Unified Conference Station	15%
7200-82755-XXX	CX7000 View System. Includes System Unit, EagleEye View Camera (w/ Built-in Mics), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug.	15%
7200-82584-XXX	CX7000 HD System. Includes System Unit, EagleEye III Camera, HDX Mic Array (w/ Cable), US English Keyboard/Mouse, Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with NA Plug.	15%
7200-82985-XXX	CX7000 View System, no Keyboard/Mouse. Includes System Unit, EagleEye View Camera (w/ Built-in Mics), Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with China Plug. (Maint Req'd)	15%
7200-82986-XXX	CX7000 HD System, no Keyboard/Mouse. Includes System Unit, EagleEye 3 Camera, HDX Mic Array (w/ Cable), Cables (2xHDMI, DVI-D, DVI-A to VGA, DVI-I to HDMI Connector; HDCI, VGA Content, 3.5mm Audio, Ethernet), PSU with China Plug. (Maint Req'd)	15%

Polycom Standard Demonstration Program – Eligible Products

Polycom Installed Voice Products

Part Number	Long Description	Incremental Discount
2200-33080-XXX	SoundStructure C8 - Eight-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-33120-XXX	SoundStructure C12 - Twelve-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-33160-XXX	SoundStructure C16 - Sixteen-channel AEC / Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%
2200-35003-XXX	SoundStructure TEL1 - single-line PSTN interface for SoundStructure C-series and SR-series products.	25%
2200-35004-XXX	SoundStructure TEL2 - dual-line PSTN interface for SoundStructure C-series and SR-series products.	25%
2200-35005-XXX	SoundStructure VoIP Interface - SIP interface with HDVoice for SoundStructure C and SR series products. NA.	25%
2200-36120-XXX	SoundStructure SR12 - Twelve-channel Noise canceller / Feedback reduction w/Auto Mic Mixing and Matrix Mixer.- Includes NA power cord, user manual, software.	25%

Polycom Global Services

Channel Partners are required to purchase a Polycom Service Agreement when purchasing a video, infrastructure, or Polycom VVX 1500 demo unit.* Polycom Service Agreements for demo products may be purchased at 50% off. For Polycom maintenance, the promotional price is 50% off of MSRP. For partner service, the promotional price is 50% off the net price after standard contractual discount is applied (e.g. partner service price has \$1000 MSRP and 40% contractual discount. Net price after contractual discount is \$600. Promotional discount of 50% is applied, and final price is \$300.) Refer to NST 2013-01-93089.

1. Channel Partners can also purchase Service Agreements for existing demo equipment already in use at their demo facilities when originally purchased through this Demo and Equipment Certification Program.
2. When older demo equipment is sold by a partner to End User, the service contract will NOT transfer to the End User. A new contract will be required to cover the equipment. Partners will be eligible for credit of unused portion of maintenance contract towards contracts on new demo units.

* Polycom or Partner Branded

Polycom Financial Services

Would you like to optimise the use of your working capital and minimise the upfront investment normally associated with acquiring capital assets such demonstration or lab equipment? Then you should be considering leasing or rental models!

Polycom CAPITAL has a variety of attractive financing options to help your business maximise its sales effectiveness by making it easier to acquire the latest demonstration equipment. For example, by using a rental model you could obtain \$25,000 worth of equipment for as little as \$749 per month over 36 months!

Terms and conditions apply. Subject to restrictions and availability across the region. For details contact your Polycom Channel Account Manager or email PolycomcapitalAP@polycom.com.

Polycom demonstration equipment obtained through a Polycom CAPITAL lease is subject to the terms and conditions of the Demo Equipment Program; the equipment may not be resold or leased during the term of the lease without the express agreement of the leasing company; software products obtained through the demonstration program cannot be resold or leased at anytime and are only available for full payout lease.

Terms and Conditions

1. This NST 2013-11-109300 is available Jan 1, 2014 through Dec 19, 2014.
2. When purchasing Demo Products, channel partners must complete a Demo Equipment Processing Form (see program document), and submit to Polycom order management along with a purchase order.
3. Demo Equipment orders must be new orders placed by a channel partner to Polycom (cannot convert an existing order or take from inventory).
4. Maintenance Services are required on the Group, Resource Manager and Access Director systems associated with this promotional offer. The Demo Services program NST is applicable and offers partners a 50% discount off Polycom Premier and Partner Premier Services (as explained above) associated with these solutions. Refer to NST: 2013-01-93089 on the order to Polycom for these services.
5. Demo equipment cannot be pulled from inventory.
6. Demo Equipment may be shipped from refurbished stock when available.
7. Demo Equipment purchases for infrastructure and video endpoints are limited to one (1) unit per product line per demo facility, Phones are limited to five (5) per product per demo facility.
8. All products in a particular category may not be eligible for demo discount.
9. To be eligible to purchase Demo Equipment, channel partners must have applied to become a Certified Polycom Channel Partner or already be certified and in good financial standing with Polycom.
10. Polycom reserves the right to audit channel partner demo facilities to ensure compliance with certification program guidelines.
11. Demo discounts may not be combined with any other Polycom offers and purchases of Demo Equipment will not be eligible for additional incentive rebates.
12. Demo equipment resold or made available for lease after one year must be sold with an approved service contract. Software products cannot be resold or leased at any time.
13. NST 2013-11-109300 must be included on all Sales Orders for this promotion.
14. Polycom reserves the right to modify or terminate this Demo Equipment Program at any time without notice.
15. This Program provides for an incremental discount off the Polycom MSRP but only in respect of the Demo Equipment. All other products are not to be eligible for a demo discount. Volume incentive discount and certification discount (if applicable) shall not apply to purchases of Demo Equipment. Purchases of Demo Equipment shall also not accrue towards the Volume Incentive Discount.

Polycom Standard Demonstration Program – Eligible Products

Note: Video and Infrastructure Demo Equipment bundle purchases are limited to one per demo facility.

NST: 2013-11-109300

PGS NST: 2013-01-93089

Distributor or Direct Channel Partner

Contact Name _____
Partner Company Name _____
Address _____
City _____ State/Province _____ Postal Code _____
Phone _____
Email _____

Demo Location and Facility Details

Contact Name _____
Partner Company Name _____
Address _____
City _____ State/Province _____ Postal Code _____
Phone _____
Email _____

Demo Products and Services Purchased (the following information is required)

Product Name _____	SKU _____	Quantity _____
Product Name _____	SKU _____	Quantity _____
Product Name _____	SKU _____	Quantity _____
Product Name _____	SKU _____	Quantity _____
Product Name _____	SKU _____	Quantity _____

I have read and agree to the terms and conditions for the Polycom Demo Equipment Program. We further agree to use the demo equipment at one or more of our demo facilities for customer demonstration purposes and will not resell the equipment per the terms on the program overview document.

Signature _____ Date _____

(Refer to the Demo Equipment Program overview for complete details and terms and conditions)

Polycom Channel Account Manager Name _____

Polycom Channel Account Manager Signature _____

Polycom, Inc.
1.800.POLYCOM
www.polycom.com

